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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, June 2, 2016 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

MINUTES FOR APPROVAL: July 7, 2016

MEMBERS PRESENT

Casey Price, Sussex County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member (arrived 9:38 am)
Virgil Bullis, Professional Member, Sussex County
Denise Tatman, Sussex County, Public Member
Donna Klimowicz, New Castle County, Professional Member
Elaine Woerner, New Castle County, Professional Member

MEMBERS ABSENT

Tom Burns, Kent County, Professional Member, Chairperson, Presiding
Debbie Oberdorf, Kent County, Professional Member
Michael Rushe, Kent County, Public Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Urainer Marrow, Administrative Specialist II
Sandra Wagner Administrative Specialist III
Maria Higdon Administrative Specialist II

CALL TO ORDER

Ms. Price called the meeting to order at 9:34 a.m.

REVIEW OF MINUTES

Ms. Klimowicz moved, seconded by Ms. Tatman to approve the minutes with an amendment of removing the seconded, second motion in 2 of the motions. Motion unanimously carried.

UNFINISHED BUSINESS

Discussion Updates Regarding Potential Revisions to Broker's Course Outline

Ms. Kelly informed Committee that a subcommittee needs to be formerly formed.

Subcommittee for Brokers Course

Ms. Brodoway moved, seconded by Ms. Klimowicz, to form a subcommittee with Shirley Kalvinsky, Virgil Bullis, Barbara Brodoway and John Talbert. Motion unanimously carried.

NEW BUSINESS

UPDATE from the Commission

Ms. Price informed the Committee that the Commission approved all of our recommendations and overwhelmingly supported the re do of the brokers course with Ms. Kalvinsky and Mr. Bullis taking the lead. The Commission endorsed the concept of starting with a blank slate and things like Pearson Vue's testing and any Reg. changes can be worked out. They also supported Ms. Kalvinsky's concept of expanding Module 4 of the NSP course to incorporate a focus a business planning.

Review of Course Provider Applications

Ms. Woerner moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Association of REALTORS School

Course Title: Seniors Real Estate Specialist **Approved**

Module(s): 6 & 7

Credit Hours: 6.0

Course Title: Short Sales and Foreclosures (SFR) **Approved**

Module(s): 6 & 7

Credit Hours: 6.0

Course Title: Seller Representative Specialist (SRS) **Approved**

Modules(s): 6 & 7

Credit Hours: 6.0

Course Provider: The Frederick Academy of Real Estate

Course Title: Procuring Cause **Approved**

Module: 6

Credit Hours: 3.0

Course Title: What's Material? **Approved**

Module 6

Credit Hours: 3.0

Course Title: Tenant-In-Common (TIC) Investment **Approved**

Module: 6

Credit Hours: 3.0

Course Provider: NSI, INC. DBA National Business Institute

Course Title: Practical Guide to Zoning and Land Use **Approved**

Module: 6

Credit Hours: 6.0

Review of Instructor Applications

Mr. Bullis moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried

Megan Filliben **Approved**

Continuing Education: New Licensee Modules 1-4, Modules 1-7; Pre Licensing: Orientation, Real Estate Law; Brokers Course: Ethics, Real Estate Documents

Alice Hoffman **Approved**

Continuing Education: New Licensee Modules 1-4; Modules 1,2,3,5,6, Module 7- Zoning and Land Use, Title Issues; Pre-Licensing: Real Estate Law; Brokers Course: Ethics, Real Estate Documents, Legal and Governmental Aspects of Real Estate

Meaghan Hudson **Approved**

Continuing Education: New Licensee Modules 1-4; Modules 1-7; Pre Licensing: Orientation, Real Estate Law; Broker's Course: Ethics, Real Estate Documents

Shirley Kalvinsky **Approved**

Continuing Education: New Licensee Modules 1-4, Modules 1-6, 7- Business Planning, Financing, Road to Success, New Member Orientation; Pre -Licensing: Orientation, Real Estate Sales, Real Estate Mathematics; Broker's Course: Brokerage (Sales Management), Ethics, Real Estate Documents, Legal and Governmental Aspects of Real Estate, Valuing Real Property, Real Estate Investment, Financing, Mathematics

Joseph Loughran Jr. **Denied- Incomplete Application**

Pre-Licensing: Orientation, Real Estate Sales

Martha Lowe **Approved**

Pre-Licensing: Real Estate Mathematics

Douglas Macmillan **Denied- Incomplete Application and No Teaching Experience**

Continuing Education: Module 7- Land Use Legislation

John Tracey **Approved**

Continuing Education: Module 6

Shawn Tucker **Approved**

Continuing Education: Module 7- Delaware Zoning Law

Robert Valihura **Approved**

Continuing Education: Modules 1,2,4,5,6,7- Zoning Land Use Law

Andrew Wetzel **Approved**

Continuing Education: Modules 2,6,7- Realtors Property Resource (RPR), ABR, EPRO, SFR, SRES, Ethics, SRS

Discussion Regarding Topics for Annual Seminar

Ms. Kelly and Ms. Wagner stated that they will look for old cases to bring to the Commission for the Annual Seminar. Ms. Klimowicz thought that the genders should be changed when using the case. Ms. Brodoway mentioned the hearing from DAR and said she would like the hearing to play out the same way. Ms. Brodoway would like to find the script from that. Ms. Klimowicz would like to play out 2 REALTORS in a restaurant having a conversation which entails a violation of sorts then bring the scene to trial so that the

audience could have a background story as to how it got to the hearing stage. Ms. Woerner suggested a procuring cause or violations in advertising. Ms. Kelly stated stealing money, escrow accounts would be a good topic. Mr. Bullis gave a scenario of what could be a problem with an agent and escrow's. Ms. Price wants David Small from DNREC to come and speak on Septic. Ms. Klimowicz said that she will see if she would be able to get assistance with scenery.

Ms. Brodoway moved, seconded by Ms. Klimowicz, to have 1 hour for the hearing, 1 hour for skits with audience participation and 1 hour for the speaker. Motion was unanimously carried.

Review A New Learning Management System Conversion from The CE Shop

The Board reviewed the correspondence from The CE Shop. Ms. Brodoway moved, seconded by Ms. Tatman that they do not need to resubmit applications as long as the timing, level of course, testing and content has not changed.

CORRESPONDENCE

No Correspondence

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

PUBLIC COMMENT

There was no public comment

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday July 7, 2016 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Klimowicz moved, seconded by Ms. Woerner, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:55 a.m.

Respectfully submitted,

A handwritten signature in cursive script, appearing to read "Urainer Marrow". The signature is written in dark ink and is positioned above the printed name.

Urainer Marrow
Administrative Specialist II